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PAPER MERCHANT SALES REPORT October, 1989

(by NPTA Region)	Sales per Selling Day October, 1989 Compared to October, 1988	Sales per Selling Day October, 1989 Compared to September, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of October 1988	1989	Calendar Day Cost of ending September Inventory 1988	1989
INDUSTRIAL							
1	+ 7.2	- 3.5	+12.7	44	40	67	54
2	+ 6.8	+ 0.4	+ 8.2	38	35	49	53
3	+10.9	+ 3.2	+ 8.3	43	39	64	59
4	+ 5.1	+11.9	+ 8.9	36	39	50	61
5	+ 4.6	- 4.2	+12.1	36	34	65	56
6	+ 0.7	+ 5.6	+ 8.2	44	40	59	62
7	+ 3.3	+ 1.1	+ 3.3	37	37	54	54
8	- 0.2	- 6.8	+ 7.8	36	35	48	52
9	+ 7.6	- 0.3	+10.7	38	39	67	54
NY	- 5.9	+ 0.1	+ 6.8	51	48	45	**
CHICAGO	- 1.8	+ 6.6	- 0.3	41	40	43	78
LA	+ 9.7	+ 1.3	+ 7.7	46	41	69	57
US	+ 5.5	+ 0.5	+ 8.3	40	38	57	55
PRINTING							
1	0.0	- 7.3	+ 5.4	47	43	42	53
2	+ 4.1	- 4.6	+ 6.8	43	43	46	58
3	+ 7.5	+ 3.0	+ 7.1	47	42	60	71
4	+ 8.7	+ 3.7	+13.4	38	42	56	57
5	+10.4	+ 2.3	+14.2	41	40	72	69
6	+11.1	+ 4.7	+ 9.2	42	42	66	74
7	+ 4.9	- 2.4	+ 8.1	36	39	61	62
8	+ 0.5	- 2.9	+ 7.5	38	39	60	64
9	+ 4.8	+ 0.6	+14.3	36	39	55	55
NY	- 1.8	+ 1.2	+ 0.2	40	43	59	52
CHICAGO	+ 5.3	- 2.3	+ 2.4	41	41	61	60
LA	+ 9.0	- 2.4	+12.5	40	40	70	74
US	+ 5.0	- 0.3	+ 8.0	41	41	60	64

COMMENTS ON OCTOBER'S SALES CHANGES. *INDUSTRIAL* sales change for October, 1989 over October, 1988 are fairly low, but higher than September's sales. On a year-to-date basis, Chicago Metro remains by far the lowest and Regions 1 and 5 are highest, as they have been for the previous two months. *PRINTING* sales increases for October were slightly higher than September's low of 4.1%. On a year-to-date basis, New York and Chicago metro regions are the lowest, and Regions 5 and 9 are the only regions above 14%.

DAYS OUTSTANDING during 1989 have changed little from month to month or over 1988; this month the industrial days are lower by two days than in October, 1988. September's ending **INVENTORY DAYS** are below 1988 for industrial goods; printing days have dropped considerably for the second month but still remain above 1988.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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